

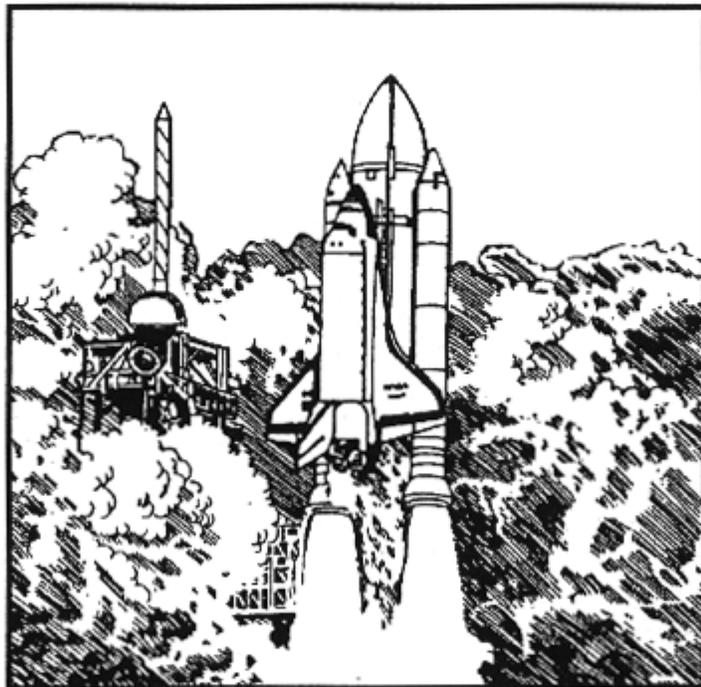


# ANNUAL PROCUREMENT REPORT

## Fiscal Year 1997

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National Aeronautics and  
Space Administration

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## INTRODUCTION

This report presents summary data on all NASA procurement actions and detailed information on contracts, grants, agreements, and other procurements over \$25,000 awarded by NASA during Fiscal Year 1997.

The dollar value on procurements over \$25,000 amounted to 98 percent of the total dollar value of procurement actions completed during Fiscal Year 1997. However, these larger procurements accounted for only 43 percent of the total actions.

Procurement action, as used in this report, means contractual actions to obtain supplies, services or construction which increase or decrease funds. A procurement action thus may be a new procurement, or modifications such as supplemental agreements, change orders, or termination's to an existing contract that change the total amount of funds obligated. An obligation is a contractual commitment to pay for supplies or services that are specified in the contract.

The report was prepared by the Program Operations Division, Office of Procurement, NASA Headquarters. Inquiries should be addressed to:

National Aeronautics and Space Administration  
Office of Procurement (Code HS)  
Washington, DC 20546

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## SUMMARY

NASA's procurements during Fiscal Year 1997 totaled \$12,789.5 million. This is .7 percent more than was awarded during Fiscal Year 1996 (for further detail see Page 4).

Approximately 77 percent of the total awards were placed directly with business firms, 9 percent with the California Institute of Technology for operations conducted by or through the Government-owned Jet Propulsion Laboratory, 9 percent with educational and other nonprofit institutions, 4 percent with or through other Government agencies and 1 percent outside the U.S. (Page 5).

Fifty-four percent, or \$5.4 billion, of the \$10.0 billion total procurement awards available for competition were made on a competitive basis. Of the total awards available for competition, \$750.2 million, or 7.5 percent, represented competitive new awards, and \$4.6 billion, or 47 percent, constituted within-scope modifications (incremental funding actions and change orders) to contracts awarded competitively in prior years. Approximately \$3.8 billion, or 38 percent, of the total awards were noncompetitive. Of these, \$177.8 million, or 1.7 percent, of the total available for competition represented new noncompetitive awards, and \$3.6 billion, or 36.4 percent, constituted other than competitive modifications to contracts awarded in prior years. In addition, \$789.3

million, or 7.9 percent, of the total available for competition represented follow-on awards to companies that had been previously selected on a competitive basis (Page 11). It should be noted that awards associated with the contracts for the operation of NASA's Jet Propulsion Laboratory during Fiscal Year 1997 are excluded from the procurements available for competition.

With respect to contract types, awards on contracts having cost-plus-award-fee provisions amounted to 59 percent of the total awards over \$25,000 to business firms. Awards on firm-fixed-price contracts constituted 11 percent of the total. Cost-plus-fixed-fee contracts accounted for 6 percent of the total. Incentive contracts, both cost-plus-incentive-fee and fixed-price-incentive, made up 18 percent of the total awards (Page 13).

Small business firms received \$1,244.2 million or 13 percent of NASA's direct awards to business firms. This percentage reflects the fact that most of the awards to business firms were for large continuing research and development contracts for major systems and major items of hardware. Of the total new contract awards of \$737.9 million to business firms during the year, small business firms received \$417.0 million, or 56.5 percent (Page 15). Included in the small business total were NASA awards of \$134.6 million to small and small disadvantaged business through the Small Business Innovation Research Program and the Small Business Technology Transfer Program (Page 14).

Disadvantaged firms received \$494.2 million of the \$1,244.2 million awarded to small business firms in prime contract awards. The \$494.2 million comprised \$159.1 million direct awards and \$335.1 million under Section 8(a) of the Small Business Act (Page 19). In addition, small business firms owned and controlled by women have participated in NASA's procurement program and have received prime contract awards totaling \$170.2 million.

During the year, all 50 states and the District of Columbia participated in NASA procurements over \$25,000. These larger awards went to 2,685 business firms in 48 states and the District of Columbia and to 687 educational and nonprofit organizations in 50 states and the District of Columbia (Page 30).

NOTE: In this report, all tables and charts present data on total procurements of the types specified in the respective sections. Where the information is limited, e.g., to contracts over \$25,000, such limitation is indicated by footnotes.

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## NASA PROCUREMENTS FOR FISCAL YEAR 1997

### I. TOTAL PROCUREMENTS

**Fiscal Year 1997** - NASA's procurements in Fiscal Year 1997 totaled \$12,789.5 million. This is \$90.3 million, or .7 percent more than in Fiscal Year 1996. The number of procurement actions totaled 73,897.

**Trend, Fiscal Years 1993 - 1997** - The trend in procurement obligations versus total NASA obligations during the period Fiscal Years 1993-1997 is shown in terms of dollars and percentages in the table listed below.

**PROCUREMENT OBLIGATIONS VS. TOTAL NASA OBLIGATIONS \*  
FISCAL YEARS 1993 - 1997  
(MILLIONS OF DOLLARS)**

<b>Fiscal Year</b>	<b>Total NASA Obligations</b>	<b>Procurement Amount</b>	<b>% of Total Obligations</b>
1997	\$14,584.2	\$12,789.5	87.7
1996	14,403.3	12,699.2	88.2
1995	15,097.0	13,341.4	88.4
1994	14,645.2	12,913.1	88.2
1993	14,860.8	13,160.4	88.6

\*Total NASA obligations include salaries, benefits and travel of NASA employees, as well as 90,094 credit card purchases in the amount of \$55.9 million.

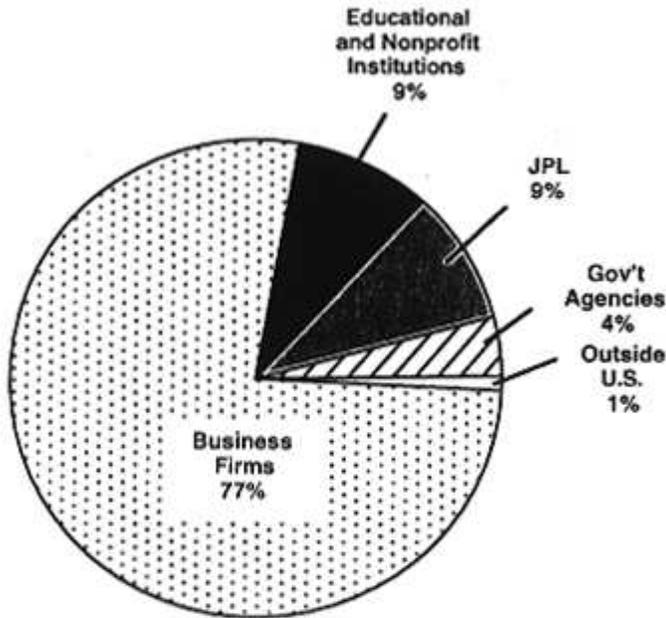
**II. AWARDS BY TYPE OF CONTRACTOR**

**Fiscal Year 1997** - The distribution of NASA's procurement obligations is shown in Figure 1. Awards to business firms accounted for 77 percent of the total obligations. These awards totaled \$9,817.2 million, which is \$16.4 million or .2 percent more than in Fiscal Year 1996. Procurements placed through other Government agencies totaled \$464.3 million, \$20.4 million or 4.2 percent less than in Fiscal Year 1996. Awards, including grants and agreements, to educational and other nonprofit institutions totaled \$1,191.1 million, \$157.5 million or 15.2 percent more than in Fiscal Year 1996. Awards on contracts with California Institute of Technology for operations conducted by or through the Government-owned Jet Propulsion Laboratory amounted to \$1,126.2 million, \$62.1 million or 5.2 percent less than in Fiscal Year 1996. NASA awarded \$190.7 million outside the United States which was \$1.1 million less than in Fiscal Year 1996.

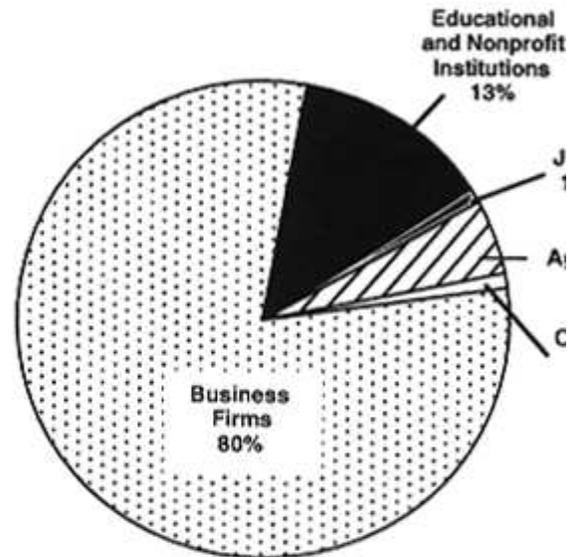
# AWARDS BY TYPE OF CONTRACTOR

FISCAL YEAR 1997

## AWARDS



## ACTIONS



	<u>(Millions)</u>
<b>Total</b>	<b>\$12,789.5</b>
Business Firms	9,817.2
Educational Institutions	807.7
Nonprofit Organizations	383.4
JPL	1,126.2
Government Agencies	464.3
Outside United States	190.7

	<u>(Thousand)</u>
<b>Total</b>	<b>73.9</b>
Business Firms	58.9
Educational Institutions	7.9
Nonprofit Organizations	2.0
JPL	1.0
Government Agencies	3.7
Outside United States	0.4

Figure 1

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**Trend, Fiscal Year 1993 - 1997** - The trend in the distribution of NASA's direct procurements by type of contractor during the period Fiscal Years 1993-1997 is shown in terms of dollars and in percentages of total annual procurements in the table listed below.

**AWARDS BY TYPE OF CONTRACTOR  
FISCAL YEARS 1993 - 1997**

<b>AWARDS IN MILLIONS</b>	<b>FY 1993</b>	<b>FY 1994</b>	<b>FY 1995</b>	<b>FY 1996</b>	<b>FY 1997</b>
TOTAL	\$13,160	\$ 12,913	\$13,341	\$12,699	\$12,790
BUSINESS FIRMS	10,498	9,966	10,311	9,801	9,817
EDUCATIONAL	708	731	814	746	808
NONPROFIT	336	311	311	288	384
JPL	1,030	1,093	1,135	1,188	1,126
GOV'T AGENCIES	508	643	563	484	464
OUTSIDE U.S.	80	169	207	192	191

<b>PERCENT OF TOTAL</b>	<b>FY 1993</b>	<b>FY 1994</b>	<b>FY 1995</b>	<b>FY 1996</b>	<b>FY 1997</b>
TOTAL	100	100	100	100	100
BUSINESS FIRMS	80	77	77	77	77
EDUCATIONAL	5	6	6	6	6
NONPROFIT	3	2	2	2	3
JPL	8	9	9	9	9
GOV'T AGENCIES	4	5	4	4	4
OUTSIDE U.S.	*	1	2	2	1

\*Less than .05 percent.

Appendix I shows distribution of NASA direct procurements by type of contractor for the period Fiscal Years 1961 - 1997 (See Page 38).

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### III. COMPETITION IN NASA AWARDS

#### A. Competition in Contracting Act

Full and open competition, with limited exceptions, is the required standard for procurements within the federal government in accordance with the Competition in Contracting Act (P.L. 98-369). Full and open competition means that all responsible sources are permitted to compete. The competitive procedures authorized for use in full and open competition are sealed bidding; competitive proposals (if sealed bidding is not appropriate); a combination of these procedures (such as two-step sealed bidding); and other competitive procedures expressly provided for, including architect-engineer procedures in accordance with Public Law 92-582, broad agency announcements for basic research proposals, and General Services Administration multiple award schedules.

Contracting without providing for full and open competition is provided for only under the following circumstances:

- (1) Only one responsible source exists and no other supplies or services will satisfy agency requirements;
- (2) Unusual and compelling urgency;
- (3) Industrial mobilization; or engineering, developmental, or research capability;
- (4) International agreement;
- (5) Statutory authorization or requirement;
- (6) National security; and,
- (7) Public interest.

Written justifications are required at NASA in order to award procurements on other than a full and open competition basis. The approvals for these justifications are as follows:

<b>Size of Procurement</b>	<b>Approving Official</b>
\$500,000 or less	A level above the Contracting Officer
\$500,000 - \$10 million	Center Competition Advocate
\$10 million - \$50 million	Center Director
Over \$50 million	NASA Procurement Executive

To enhance and promote competition and eliminate barriers to full and open competition, NASA has developed a competition advocacy program. In addition to appointing an agency competition advocate, a competition advocate has been designated at each NASA center.

#### B. Reporting of Competition

Federal agencies are required to submit to Congress an annual report summarizing accomplishments of the agency's competition advocacy program during the past year. In addition, the report describes proposed actions for the current year to increase competition and reduce noncompetitive contract awards. For measuring competition statistics, awards to educational and nonprofit organizations, as well as awards to business, are included in the overall base. For the purpose of developing and reporting uniform competition statistics, all federal agencies use this common baseline.

The reporting of competition excludes from the base the following categories of procurement actions for which there is no opportunity for competition:

- (1) Any procurements authorized or required by statute to be awarded to a designated source;
- (2) Noncompetitive awards under Section 8(a) of the Small Business Act, as amended;
- (3) Awards for utilities (excluding telecommunications) where there is no opportunity for competition;
- (4) Directed acquisitions for foreign governments;
- (5) Brand named products for authorized resale; and
- (6) Other awards for which there is no opportunity for competition.

### **C. Competition During Fiscal Year 1997**

**Overall Competitive Performance** - NASA's awards to business firms, educational institutions, and nonprofit organizations for Fiscal Year 1997 are shown in Figure 2. Of the total awards of \$10,004.8 million available for competition, \$5,399.4 million, or 54 percent, represents competed procurements; \$789.3 million, or 7.9 percent, represents follow-on procurements which were made to contractors that had been previously awarded competitive contracts; \$3,816.1 million, or 38.1 percent, constituted other than competitive procurements. It should also be noted that \$2,784.7 million in awards represented procurements that were not available for competition. These are the procurements identified above in the Reporting of Competition discussion. Also included in this category are grants, cooperative agreements, awards to other government agencies, small purchases not over \$2,500 and awards to the California Institute of Technology for operation of the Jet Propulsion Laboratory.

**Competitive Procurements** - Of the \$5,399.4 million in awards which were competed, \$750.2 million, or 13.9 percent of these awards represented new contracts, and \$4,649.2 million, or 86.1 percent, were in-scope modifications (incremental funding actions and change orders) to contracts awarded on a competitive basis in prior years. Of the \$750.2 million in new awards, \$670.1 million, or 89.3 percent, were contracts awarded through negotiation; while \$80.1 million, or 10.7 percent, were awarded on the basis of sealed

bidding. The preponderance of competitive awards made through the negotiation process reflects NASA's principal mission as a research and development agency. A significant portion of the procurements awarded through sealed bidding were for construction efforts.

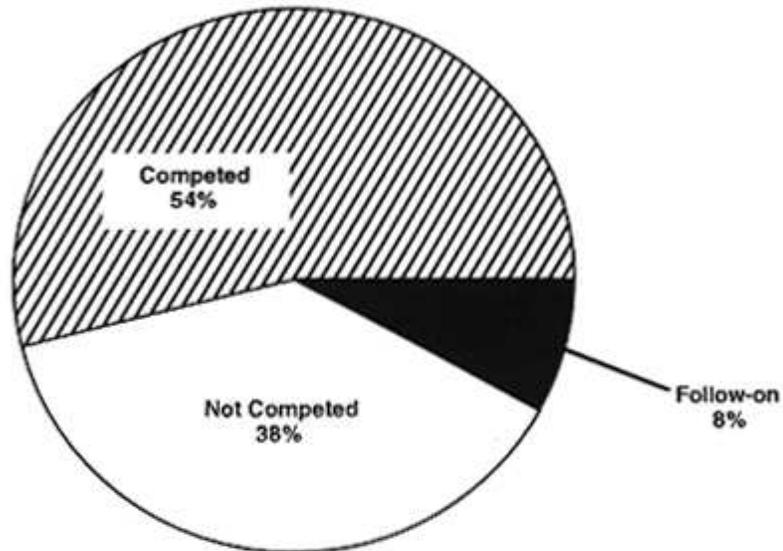
**Noncompetitive Procurements** - Of the \$3,816.1 million in noncompetitive awards, \$177.8 million, or 4.7 percent, represented new awards; whereas \$3,638.3 million, or 95.3 percent, constituted other than competitive modifications to contracts awarded in prior years. Awards in this category are supported by justifications for other than full and open competition.

**Noncompetitive New Awards** - Of the \$177.8 million in noncompetitive new awards, \$113.7 million were awards over \$25,000. Simplified acquisitions accounted for \$28.1 million. Of the remaining awards, the justifications for other than full and open competition for 80.5 percent, or \$68.9 million, in new noncompetitive awards were based on the first CICA exception, only one responsible source. The justifications for 9.3 percent, or \$8.0 million, in new noncompetitive awards were based on the second CICA exception, urgency. The justifications for 3.7 percent, or \$3.2 million, in new noncompetitive awards were based on the fourth CICA exception, international agreement. The justifications for the remaining 6.5 percent of the new noncompetitive awards cited CICA exceptions 3, mobilization or essential R&D capabilities or expert services; 5, statutory authorization or requirement; and 6, national security.

**Follow-on Awards** - In addition to the categories of competitive and noncompetitive awards, NASA awarded \$789.3 million in follow-ons to competitive procurements, of which \$12.3 million represented new awards, and \$777.0 million were modifications to existing contracts awarded in prior years.

# COMPETITION IN NASA AWARDS

FISCAL YEAR 1997



	(Millions)	(Percent)
<u>Total Available for Competition *</u>	<u>\$10,004.8</u>	<u>100.0</u>
<u>Competed</u>	<u>5,399.4</u>	<u>54.0</u>
<u>New Awards</u>	<u>750.2</u>	<u>7.5</u>
Sealed Bids	80.1	0.8
Negotiated	670.1	6.7
<u>Modifications</u>	<u>4,649.2</u>	<u>46.5</u>
Sealed Bids	35.9	0.4
Negotiated	4,613.3	46.1
<u>Not Competed</u>	<u>3,816.1</u>	<u>38.1</u>
New Awards	177.8	1.7
Modifications	3,638.3	36.4
<u>Follow-on</u>	<u>789.3</u>	<u>7.9</u>
New Awards	12.3	0.1
Modifications	777.0	7.8

\* The \$10,004.8 million does not include \$2,784.7 million in awards which were not available for competition.

Figure 2

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#### IV. AWARDS TO BUSINESS FIRMS

##### A. Awards By Contract Type

**Fiscal Year 1997** - Figure 3 categorizes Fiscal Year 1997 awards over \$25,000 to business firms by contract type.

Contracts and modifications to contracts having cost-plus-award-fee provisions with business firms accounted for 59 percent of the total dollars in Fiscal Year 1997, as compared to 72 percent in Fiscal Year 1996. Incentive contracts, both cost-plus and fixed-price, were 18 percent of the total dollars in Fiscal Year 1997, compared to 6 percent in Fiscal Year 1996. Firm-fixed-price contracts amounted to 11 percent of the total, and cost-plus-fixed-fee contracts represented 6 percent of the total in Fiscal Year 1997.

**Trends, Fiscal Years 1993 - 1997** - The following table shows a 5-year trend in dollars and percent of total annual procurements to business firms by contract type. The large percentage of procurements which have award fee and incentive provisions resulted from major procurements for the Space Shuttle and Space Station programs.

#### AWARDS TO BUSINESS FIRMS BY CONTRACT TYPE\* FISCAL YEAR 1993 - 1997

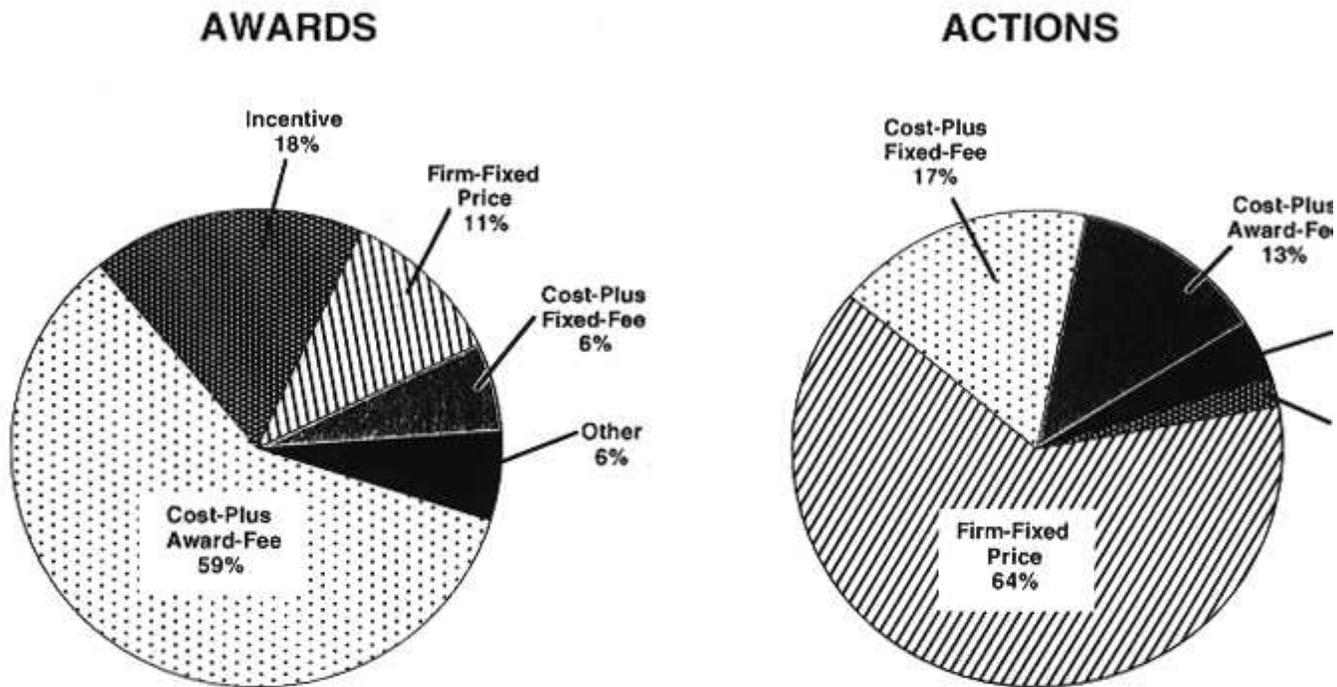
AWARDS IN MILLIONS	FY 1993	FY 1994	FY 1995	FY 1996	FY 1997
TOTAL BUSINESS	\$10,223	\$9,623	\$9,893	\$9,441	\$9,323
Firm-Fixed-Price	893	837	912	967	1,035
Incentive	256	222	447	577	1,700
Cost-Plus-Award- Fee	7,771	7,541	7,484	6,826	5,520
Cost-Plus-Fixed- Fee	965	696	666	629	572
Other	338	327	384	442	496
<b>PERCENT OF TOTAL</b>	-	-	-	-	-
TOTAL BUSINESS	100	100	100	100	100
Firm-Fixed-Price	9	9	9	10	11

Incentive	3	2	4	6	18
Cost-Plus-Award-Fee	76	78	76	72	59
Cost-Plus-Fixed-Fee	9	7	7	7	6
Other	3	4	4	5	6

\*Excludes smaller procurements, generally those of \$25,000 or less.

# AWARDS BY CONTRACT TYPE DIRECT AWARDS TO BUSINESS FIRMS\*

FISCAL YEAR 1997



	(Millions)	Actions
<b>Total</b>	<b>\$9,323.6</b>	<b>18,322</b>
<b>Firm-Fixed-Price</b>	<b>1,035.3</b>	<b>11,693</b>
<b>Incentive</b>	<b>1,700.3</b>	<b>302</b>
Fixed-Price-Incentive	77.4	32
Cost-Plus-Incentive-Fee	1,622.9	270
<b>Cost-Plus-Award-Fee</b>	<b>5,520.2</b>	<b>2,437</b>
<b>Cost-Plus-Fixed-Fee</b>	<b>572.3</b>	<b>3,072</b>
<b>Other</b>	<b>495.5</b>	<b>818</b>
Fixed-Price-Redetermination	2.5	41
Economic Price Adjustment	174.7	97
Cost-No-Fee	268.4	298
Cost-Sharing	17.3	52
Labor-Hour	1.2	16
Time and Material	31.4	314

\* Excludes smaller procurements, generally those of \$25,000 or less and orders under GSA Federal Supply Schedule contracts.

Figure 3

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## **B. Small Business Participation**

**Total Small Business** - During Fiscal Year 1997, NASA direct awards to small business firms exceeded \$1 billion, totaling \$1,244.2 million. These awards constituted 13 percent of the total awards to business firms. The dollar awards to small business firms in Fiscal Year 1997 resulted from 40 thousand procurement actions, or 68 percent of the total number of actions placed with business firms (See Figure 4).

**Share of New Contracts** - The majority of NASA's direct awards to business firms involve large continuing research and development contracts for major systems and major items of hardware. Of the total new contract awards of \$737.9 million to business firms during Fiscal Year 1997, small business firms received \$417.0 million or 56.5 percent.

**Share of Smaller Awards** - Awards of \$25,000 or less to business firms during Fiscal Year 1997 totaled \$183.9 million. Of these smaller awards, small business firms received \$98.9 million or 54 percent.

**Extent of Maximum Possible Participation in New Awards** - Assuming that the smaller awards represented new purchases, the total amount of new business awards in which small business could have participated was \$921.8 million, consisting of the \$737.9 million in new awards over \$25,000 and the \$183.9 million in awards of \$25,000 or less. Of this \$921.8 million in new business awards, small business received \$515.9 million or 56 percent.

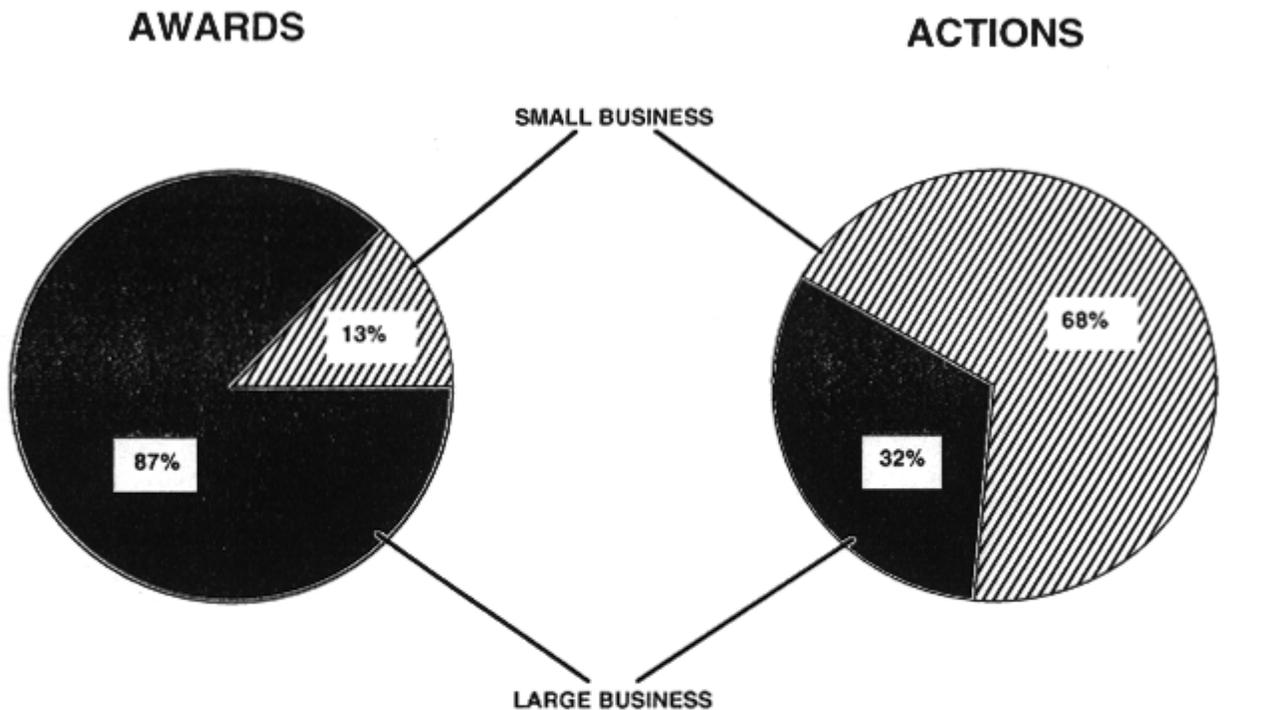
**Small Business Set-Asides** - Small business set-asides are defined as competitive awards which are limited only to small business. The small business set-aside program continues to exert a strong influence on the capability of small business firms to participate in the space program. In Fiscal Year 1997, these set-asides amounted to \$429.4 million, representing 34.5 percent of the total awards to small business and 4.4 percent of the total awards to all business firms.

**Small Business Innovation Research (SBIR)** - The Small Business Innovation Development Act requires that Federal agencies, whose extramural budgets for research or research and development exceeded a stated threshold, establish a Small Business Innovation Research Program. Statutory requirements are aimed at assisting small/small disadvantaged business participation in the objectives of the program: to stimulate technological innovation in the private sector; to strengthen the role of small business in meeting Federal research and development needs; to increase the commercialization of innovations derived from Federal research and development; and to encourage small disadvantaged business participation in technological innovation. During Fiscal Year 1997, NASA awarded 531 new SBIR contracts totaling \$81.7 million. Of this amount,

347 were Phase I awards totaling \$24.0 million and 184 were Phase II awards totaling \$57.7 million. Also in Fiscal Year 1997, NASA funded on-going Phase II contracts totaling \$39.4 million. Included in the total awards of \$121.1 million, 95 contracts, or \$14.2 million, were to small disadvantaged business firms and 70 contracts, or \$11.6 million were to women-owned firms.

# SMALL BUSINESS PARTICIPATION

FISCAL YEAR 1997



	<u>(Millions)</u>		<u>(Thousands)</u>
<u>Total</u>	<b>\$9,817.2</b>	<u>Total</u>	<b>58.9</b>
Small Business	1,244.2*	Small Business	39.8
Large Business	8,573.0	Large Business	19.1

\* Includes \$335.1 million awarded to small minority firms under Authority of Section 8(a) of the Small Business Act. Also includes \$134.6 million awarded through the Small Business Innovation Research and Small Business Technology Transfer Programs.

Figure 4

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**Small Business Technology Transfer (STTR)** - The Small Business Technology Transfer Act authorizes Federal agencies, whose extramural budgets are in excess of \$1 billion, to establish a Small Business Technology Transfer Program. The intent of the program is the same as the SBIR program, as stated above, with an additional requirement for cooperative research and development wherein the small business must perform not less than 40 percent of the work and a research institution must perform not less than 30 percent of the work. During Fiscal Year 1997, NASA awarded 64 new STTR contracts totaling \$12.0 million. Of this amount, 50 were Phase I awards totaling \$5.0 million and 14 were Phase II awards totaling \$7.0 million. There were also 12 on-going Phase II STTR contracts totaling \$1.5 million. Included in the STTR awards are 15 contracts for \$3.5 million to small disadvantaged business firms and 9 contracts amounting to \$943 thousand to women-owned firms.

**Representation Among NASA's 100 Largest Contractors** - The 100 contractors that received the largest dollar value of NASA's direct awards to business firms are listed on Pages 21-24. Twenty-seven of these contractors are small business firms and twenty are disadvantaged firms.

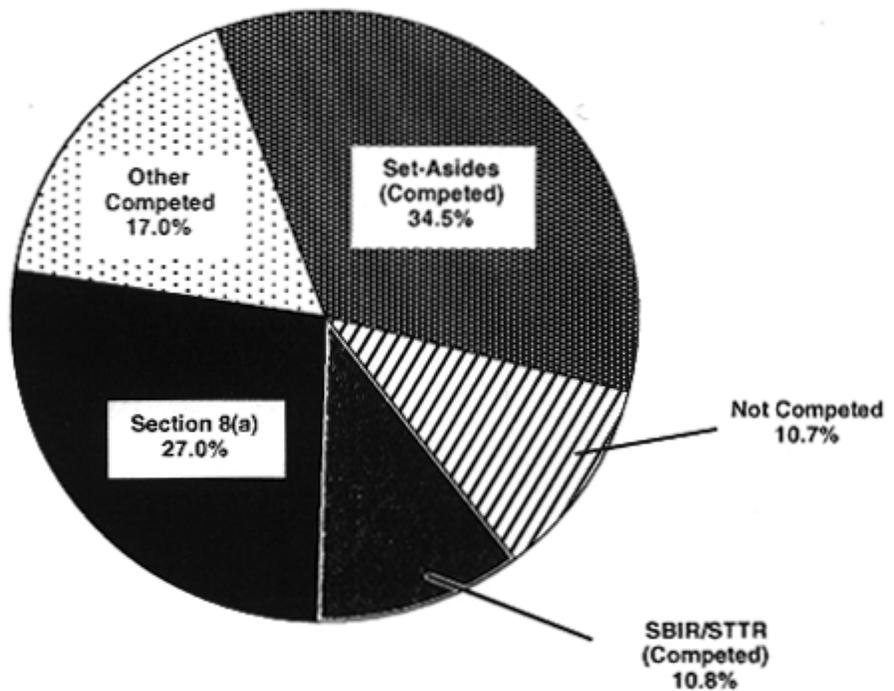
### **C. Distribution of Small Business Awards**

In addition to the \$429.4 million in small business set-asides and the \$134.6 million awarded through the Small Business Innovation Research/Small Business Technology Transfer Programs, small business firms eligible for participation in the Section 8(a) Program received a total of \$335.1 million in such awards. Also, small business firms received \$211.8 million in other competitive awards and \$133.3 million in procurement awards which were not competed (See Figure 5).

# DISTRIBUTION OF SMALL BUSINESS AWARDS

FISCAL YEAR 1997

## AWARDS



	(Millions)
<u>Total Small Business</u>	<u>\$1,244.2</u>
Set-Asides	429.4
Section 8(a)	335.1
SBIR/STTR	134.6
Other Competed	211.8
Not Completed	133.3

Figure 5

**Trend, Fiscal Years 1993 - 1997 - Prime Contract Awards.** The table below shows the extent of small business participation in NASA's procurements for the period Fiscal Year 1993 - 1997.

**SMALL BUSINESS PARTICIPATION  
FISCAL YEARS 1993 - 1997  
(MILLIONS OF DOLLARS)**

Fiscal Years	FY 1993	FY 1994	FY 1995	FY 1996	FY 1997
<b>TOTAL BUSINESS</b>	\$10,497	\$9,965	\$10,312	\$9,801	\$9,817
<b>SMALL BUSINESS*</b>	\$1,060	\$1,150	\$1,171	\$1,163	\$1,244
% OF TOTAL	10.1%	11.5%	11.4%	11.9%	12.7%
<b>SET-ASIDES</b>	\$315	\$330	\$367	\$349	\$429
% OF TOTAL	3.0%	3.3%	3.6%	3.6%	4.4%
% OF SMALL	29.7%	28.7%	31.3%	30.0%	34.5%

\* Includes awards placed under Authority of Section 8(a) of the Small Business Act and through the Small Business Innovation Research/Small Business Technology Transfer Programs.

Appendix III shows NASA direct awards to small business firms for the period Fiscal Years 1961-1997 (See Page 46).

**D. Small Disadvantaged Business Participation**

NASA's prime contract awards to small disadvantaged business firms during Fiscal Year 1997 totaled \$494.2 million. The tabulation shown below indicates that NASA has made continuing efforts to increase disadvantaged business participation in NASA's procurements through direct awards and awards placed under the provisions of Section 8(a) of the Small Business Act. Support service contract awards have also been expanded to a variety of technical services and research and development efforts as well as other services.

Public Laws 101-144 and 101-507 mandated that NASA establish a goal of awarding at least 8 percent of the value of its prime and subcontracts to small disadvantaged business firms, Historically Black Colleges and Universities, and other minority institutions. NASA developed a plan for achieving the prescribed goal by Fiscal Year 1994. In Fiscal Year 1997, NASA surpassed the 8 percent goal by awarding 14.5 percent of its prime and

subcontract dollars to small disadvantaged firms, Historically Black Colleges and Universities, and other minority institutions.

**SMALL DISADVANTAGED  
BUSINESS PRIME CONTRACT AWARDS  
FISCAL YEARS 1993 - 1997  
(MILLIONS OF DOLLARS)**

<b>Fiscal Year</b>	<b>Total Awards To Disadvantaged Business</b>	<b>Direct Awards*</b>	<b>Section 8(a) Awards</b>
1997	\$494.2	\$159.1	\$335.1
1996	460.2	131.0	329.2
1995	486.2	143.7	342.5
1994	427.9	113.7	314.2
1993	333.5	68.7	264.8

\*Includes disadvantaged direct awards through the Small Business Innovation Research and Small Business Technology Transfer Programs. Excludes orders against federal supply contracts.

**E. Women-Owned Small Business Participation**

In accordance with Executive Order 12138, Women's Business Enterprise, NASA extends a particular effort to ensure that business firms owned and controlled by women have an equitable opportunity to participate in NASA's Procurement Program. In Fiscal Year 1997, women-owned small business firms received prime contract awards totaling \$170.2 million.

**F. Awards by Type of Effort**

During Fiscal Year 1997, \$9,633.3 million was awarded to business firms in support of effort in research and development, services, and supplies and equipment procurements. A breakout of these awards by category is shown below:

<b>Category</b>	<b>Number of Contracts</b>	<b>Total (Millions)</b>
Total	<b>6,385</b>	<b>\$9,633.3</b>
<b>Research &amp; Development</b>	<b>1,922</b>	<b>3,108.0</b>

Space Station	23	1,577.2
Space Flight	69	333.3
Aeronautics & Space Technology	717	489.4
Space Science & Applications	426	-0.7
Space Operations	27	54.1
Commercial Programs	52	8.7
Other Space R&D	462	590.8
Other R&D	146	55.2
<b>Services</b>	<b>1,437</b>	<b>4,742.4</b>
Professional, Admin. & Mgmt. Support	296	2,900.5
ADP & Telecommunications	144	501.9
Maint., Repair & Rebldg. of Equipment	133	299.1
Constr. of Structures & Facilities	83	194.8
Operation of Gov't- owned Facilities	37	171.0
Maint., Repair & Alter. of Real Property	305	157.0
Utilities and Housekeeping	99	149.5
Other Services	340	368.6
<b>Supplies &amp; Equipment</b>	<b>3,026</b>	<b>1,782.9</b>
Space Vehicles	50	996.7
Ammunition & Explosives	13	327.2
ADP Equipment, Software, Supplies & Support Equipment	1,660	233.8
Engines, Turbines & Components	11	76.2
Instruments & Laboratory Equipment	426	31.4

Fuels, Lubricants, Oils & Waxes	32	22.1
Electrical/Electronic Equip. Components	130	16.5
Communication, Detection & Coherent Radiation Equipment	116	12.2
Other Supplies & Equipment	588	66.8

\*Excludes smaller procurements, generally those of \$25,000 or less.

### G. One Hundred Principal Contractors (Business Firms)

The one hundred contractors that received the largest dollar value of NASA direct awards to business firms during Fiscal Year 1997 are shown below. The awards to these contractors accounted for 90 percent of the direct awards to business firms during the year. The smallest aggregate award to any contractor was in excess of \$7.3 million. Of the one hundred contractors, 27 were small business firms and 20 were disadvantaged firms at the time of award.

#### ONE HUNDRED CONTRACTORS (BUSINESS FIRMS) LISTED ACCORDING TO TOTAL AWARDS RECEIVED FISCAL YEAR 1997

(S=Small Business/D=Disadvantaged Business)

#### AWARDS

No:	CONTRACTOR	(THOUSANDS)	PERCENT
-	<b>TOTAL AWARDS TO BUSINESS FIRMS</b>	<b>\$9,817,157</b>	<b>100.00</b>
1.	BOEING CO.	1,661,705	16.93
2.	UNITED SPACE ALLIANCE LLC	1,314,367	13.39
3.	LOCKHEED MARTIN CORP.	1,048,698	10.68
4.	THIOKOL CORP.	424,393	4.32
5.	LOCKHEED MARTIN ENGRG & SCIENCE CO.	376,179	3.83
6.	MCDONNELL DOUGLAS CORP.	354,079	3.61
7.	ALLIEDSIGNAL	333,172	3.39

TECHNICAL SERVICES

8.	T R W INC.	281,349	2.87
9.	BOEING NORTH AMERICAN INC.	236,587	2.41
10.	COMPUTER SCIENCES CORP.	162,853	1.66
11.	E G & G FLORIDA INC.	156,106	1.59
12.	HUGHES AIRCRAFT CO.	153,403	1.56
13.	U S B I BOOSTER PRODUCTION CO.	146,863	1.50
14.	UNITED TECHNOLOGIES CORP.	139,537	1.42
15.	HUGHES INFORMATION TECH. CORP.	117,003	1.19
16.	BOEING COMMERCIAL AIRPLANE GROUP	90,341	.92
17.	LOCKHEED MARTIN AEROSPACE CORP.	71,763	.73
18.	GENERAL ELECTRIC CO.	68,664	.70
19.	SWALES & ASSOCIATES INC. (S)	67,815	.69
20.	JOHNSON CONTROLS WORLD SERVICES	62,370	.64
21.	SCIENCE APPLICATIONS INTL. CORP.	57,631	.59
22.	BAMSI INC. (D)	55,233	.56
23.	BALL AEROSPACE & TECH. CORP.	51,802	.53
24.	SILICON GRAPHICS INC.	51,437	.52
25.	GRUMMAN AEROSPACE CORP.	46,579	.47
26.	CORTEZ III SERVICE CORP. (D)	44,190	.45
27.	HUGHES TRAINING INC.	43,016	.44
28.	HUGHES S T X CORP.	41,210	.42
29.	SANTA BARBARA RESEARCH CENTER	40,677	.41
30.	AEROJET GENERAL CORP.	39,157	.40

31.	NYMA INC. (S) (D)	38,515	.39
32.	JOHNSON ENGINEERING CORP. (S)	35,680	.36
33.	I T T CORP.	35,129	.36
34.	STERLING SOFTWARE US INC.	33,015	.34
35.	GOVERNMENT MICRO RESOURCES (S) (D)	32,767	.33
36.	WANG GOVERNMENT SERVICES INC. (D)	30,772	.31
37.	LOCHEED SPACE OPERATIONS CO.	27,106	.28
38.	SVERDRUP TECHNOLOGY INC.	26,767	.27
39.	SPACEHAB INC. (S)	26,284	.27
40.	UNISYS CORP.	25,741	.26
41.	RAYTHEON SERVICE CO.	24,918	.25
42.	SPACE SYSTEMS LORAL INC.	24,670	.25
43.	N S I TECHNOLOGY SERV CORP.	24,464	.25
44.	CALSPAN CORP.	24,304	.25
45.	JACKSON & TULL INC. (S) (D)	23,010	.23
46.	BIONETICS CORP.	20,615	.21
47.	E G & G LANGLEY INC.	20,218	.21
48.	ORBITAL SCIENCES CORP.	19,449	.20
49.	MICRO CRAFT INC. (S)	19,163	.20
50.	GENERAL ELECTRIC U T C JV	19,025	.19
51.	CRAY RESEARCH INC.	18,975	.19
52.	HONEYWELL INC.	18,320	.19
53.	N C I INFORMATION SYSTEMS INC. (S)	18,179	.19
54.	K P M G PEAT MARWICK CO.	18,098	.18

55.	C T A INC.	17,589	.18
56.	B R S P	16,860	.17
57.	BROWN & ROOT SERVICES CORP.	16,681	.17
58.	ANALEX CORP.	16,186	.16
59.	HERNANDEZ ENGINEERING INC. (S) (D)	15,780	.16
60.	CLEVELAND ELECTRIC ILLUMINATING	14,767	.15
61.	KRUG INTERNATIONAL CORP.	14,373	.15
62.	DYNCORP	14,155	.14
63.	AIR PRODUCTS & CHEMICALS INC.	13,698	.14
64.	R M S TECHNOLOGIES INC. (D)	13,670	.14
65.	GILCREST ELECTRIC & SUPPLY CO. (S) (D)	13,390	.14
66.	TELEDYNE INDUSTRIES INC.	13,162	.13
67.	VIRGINIA ELECTRIC & POWER CO.	12,754	.13
68.	WOODSIDE SUMMIT GROUP INC. (S) (D)	12,662	.13
69.	FAIRCHILD SPACE & DEFENSE CORP.	12,450	.13
70.	UNISYS GOVERNMENT SYSTEMS INC.	12,256	.12
71.	KRUG LIFE SCIENCES INC.	12,072	.12
72.	SYLVEST MANAGEMENT SYSTEMS (S) (D)	11,963	.12
73.	INTERMETRICS INC.	11,498	.12
74.	INDUSTRIAL CONSTRUCTION INC. (S)	11,155	.11
75.	DANIEL MANN JOHNSON MENDENHAL	11,051	.11

76.	SCIENTIFIC & COMMERCIAL SYSTEMS (S) (D)	10,552	.11
77.	Q S S GROUP INC. (S) (D)	10,454	.11
78.	SCIENCE SYSTEMS APPLICATIONS (S) (D)	10,333	.11
79.	RECOM TECHNOLOGIES INC. (S) (D)	9,987	.10
80.	GENERAL SCIENCES CORP.	9,968	.10
81.	ROTHE DEVELOPMENS INC. (S)	9,720	.10
82.	OCEANEERING SPACE SYSTEMS	9,534	.10
83.	CAELUM RESEARCH CORP. (S) (D)	9,486	.10
84.	DYNAMAC CORP. (S)	9,149	.09
85.	HAMILTON STANDARD SPACE SYSTEMS	9,137	.09
86.	NATIVE AMERICAN SERVICES INC. (S) (D)	8,564	.09
87.	WILLIAMS INTERNATIONAL CORP.	8,560	.09
88.	KELSEY SEYBOLD MEDICAL GROUP	8,527	.09
89.	ANALYTICAL SERVICES & MAT INC. (S) (D)	8,158	.08
90.	WYLE LABORATORIES	8,028	.08
91.	LOCKHEED ADVANCED DEVELOPMENT CO.	7,931	.08
92.	SERV AIR INC.	7,920	.08
93.	CRAY GRUMMAN SYSTEMS JV	7,882	.08
94.	STANFORD TELECOMMUNICATIONS	7,867	.08
95.	SCOTT COMPANY CALIFORNIA	7,830	.08
96.	M R J INC. (S)	7,700	.08
97.	TECHTRANS	7,414	.08

	INTERNATIONAL INC. (S)		
98.	DYNAMIC ENGINEERING INC. (S)	7,393	.08
99.	R & R INTERNATIONAL INC. (S) (D)	7,361	.08
100.	INFORMATION DYNAMICS INC. (S) (D)	7,326	.07
	OTHER	968,841	9.87

\*Includes other awards over \$25,000 and smaller procurements of \$25,000 or less.

## V. AWARDS TO EDUCATIONAL AND OTHER NONPROFIT INSTITUTIONS\*

A. **Distribution by Type of Institution and Award** During Fiscal Year 1997, \$1,191.1 million was awarded to educational and other nonprofit institutions. Of this amount, \$807.7 million was awarded to educational institutions and \$383.4 million to other nonprofit organizations. A breakout of these awards between contracts, grants and agreements is shown below:

Type of Award	Total (Millions)	Educational Institutions (Millions)	Nonprofit Organizations (Millions)
Total	\$1,191.1	\$807.7 *	\$383.4
Contracts	498.2	256.8	241.4
Grants	449.5	389.9	59.6
Agreements	243.4	161.0	82.4

\*Excludes JPL. In addition to the \$449.5 million in grant awards to educational and nonprofit firms, NASA also awarded \$300 thousand in grants to business firms and \$1.3 million to foreign firms bringing the total grant awards to \$451.7 million. Agreements (both Space Act and Cooperative) totaled \$497.5 million when you include awards to business firms of \$247.2 million and awards to foreign firms of \$7.0 million.

## B. One Hundred Principal Educational & Nonprofit Institutions\*

The one hundred educational and nonprofit institutions that received the largest dollar value of NASA awards during Fiscal Year 1997 are shown on Pages 26-28.

The awards to these institutions accounted for 82 percent of the total awards to educational and nonprofit institutions during the period. Seventy-nine of the top 100 were educational institutions; 21 were nonprofit organizations.

\*Excludes JPL.

ONE HUNDRED EDUCATIONAL AND NONPROFIT INSTITUTIONS  
LISTED ACCORDING TO TOTAL AWARDS RECEIVED\*  
FISCAL YEAR 1997  
(N=Nonprofit Institution)

**AWARDS**

<b>No:</b>	<b>INSTITUTION</b>	<b>N</b>	<b>(THOUSANDS)</b>	<b>(PERCENT)</b>
	<b>TOTAL AWARDS TO EDUCATIONAL &amp; NONPROFIT INSTITUTIONS</b>		<b>\$1,191,096</b>	<b>100.00</b>
1.	STANFORD UNIVERSITY		72,541	6.09
2.	UNIVERSITIES SPACE RESEARCH	(N)	72,217	6.06
3.	ASSN UNIV RESEARCH & ASTRONOMY	(N)	64,903	5.45
4.	JOHNS HOPKINS UNIVERSITY		49,834	4.18
5.	UNIVERSITY OF COLORADO BOULDER		41,986	3.53
6.	SMITHSONIAN INSTITUTION	(N)	39,649	3.33
7.	MASS INSTITUTE OF TECHNOLOGY		34,242	2.88
8.	SOUTHWEST RESEARCH INSTITUTE	(N)	26,955	2.26
9.	UNIVERSITY OF MARYLAND COLLEGE PARK		25,234	2.12
10.	AMTECH INC. CALIFORNIA	(N)	23,841	2.00
11.	CALIFORNIA INSTITUTE OF TECHNOLOGY		19,979	1.68
12.	UNIVERSITY OF CALIFORNIA BERKELEY		19,775	1.66
13.	NATIONAL ACACEMNY OF SCIENCES	(N)	19,641	1.65
14.	UNIVERSITY OF ARIZONA		18,067	1.52
15.	NEW MEXICO STATE UNIV LAS CRUCES		15,922	1.34
16.	UNIVERSITY OF ALABAMA HUNTSVILLE		15,397	1.29

17.	UNIVERSITY OF ALASKA FAIRBANKS		14,542	1.22
18.	UNIVERSITY OF CALIFORNIA SAN DIEGO		13,364	1.12
19.	WHEELING JESUIT COLLEGE		11,756	.99
20.	PENNSYLVANIA STATE UNIVERSITY UP		11,248	.94
21.	UNIVERSITY OF MICHIGAN ANN ARBOR		10,619	.89
22.	COLUMBIA UNIVERSITY		10,371	.87
23.	ROTORCRAFT INDUSTRY TECH ASSN	(N)	10,139	.85
24.	UNIVERSITY OF ALABAMA BIRMINGHAM		10,020	.84
25.	UNIVERSITY OF WASHINGTON		9,314	.78
26.	UNIVERSITY OF CALIFORNIA LOS ANGELES		9,157	.77
27.	UNIVERSITY OF WISCONSIN MADISON		8,577	.72
28.	HARVARD UNIVERSITY		8,543	.72
29.	UNIVERSITY OF HAWAII		7,909	.66
30.	HAMPTON UNIVERSITY		7,492	.63
31.	RESEARCH TRIANGLE INSTITUTE	(N)	7,259	.61
32.	PRINCETON UNIVERSITY		6,312	.53
33.	UNIVERSITY OF NEW HAMPSHIRE		6,302	.53
34.	UNIVERSITY OF TEXAS AUSTIN		6,222	.52
35.	GEORGIA INSTITUTE OF TECHNOLOGY		6,221	.52
36.	UTAH STATE UNIVERSITY		5,939	.50
37.	ALASKA AEROSPACE DEVELOPMENT CORP	(N)	5,681	.48
38.	VIRGINIA POLYTECHNIC INSTITUTE		5,615	.47
39.	UNIVERSITY OF CALIFORNIA SANTA		5,591	.47

	BARBARA		
40.	OREGON STATE UNIVERSITY	5,342	.45
41.	BAYLOR COLLEGE OF MEDICINE	5,092	.43
42.	OKLAHOMA STATE UNIVERSITY	5,089	.43
43.	CARNEGIE MELLON UNIVERSITY	5,084	.43
44.	UNIVERSITY OF CALIFORNIA RIVERSIDE	4,991	.42
45.	CORNELL UNIVERSITY	4,944	.42
46.	UNIVERSITY OF IOWA	4,912	.41
47.	S E T I INSTITUTE (N)	4,820	.40
48.	UNIVERSITY OF FLORIDA	4,804	.40
49.	BOSTON UNIVERSITY	4,800	.40
50.	OHIO AEROSPACE INSTITUTE (N)	4,733	.40
51.	SAN JOSE STATE UNIVERSITY	4,580	.38
52.	OHIO STATE UNIVERSITY	4,579	.38
53.	UNIVERSITY OF CHICAGO	4,565	.38
54.	UNIVERSITY OF HOUSTON	4,533	.38
55.	CHARLES STARK DRAPER LABS (N)	4,458	.37
56.	SPELMAN COLLEGE	4,413	.37
57.	ALABAMA A&M UNIVERSITY	4,364	.37
58.	UNIVERSITY OF SOUTHERN CALIFORNIA	4,265	.36
59.	BATTELLE MEMORIAL INSTITUTE (N)	4,202	.35
60.	OLD DOMINION UNIVERSITY	4,121	.35
61.	CLEVELAND CLINIC FOUNDATION (N)	4,115	.35
62.	UNIVERSITY OF MIAMI	4,084	.34
63.	HOWARD UNIVERSITY	3,965	.33
64.	FLORIDA A&M UNIVERSITY	3,925	.33
65.	UNIVERSITY OF NEW	3,921	.33

MEXICO

66.	NORTH CAROLINIA A & T STATE UNIV		3,915	.33
67.	RICE UNIVERSITY		3,884	.33
68.	MISSISSIPPI RESEARCH CONSORTIUM	(N)	3,851	.32
69.	UNIV CORP. ATMOSPHERIC RESEARCH	(N)	3,765	.32
70.	WASHINGTON UNIVERSITY ST. LOUIS		3,702	.31
71.	COLORADO STATE UNIVERSITY		3,583	.30
72.	UNIVERSITY OF MARYLAND BALTIMORE		3,359	.28
73.	C I E S I N	(N)	3,334	.28
74.	LOGISTICS MANAGEMENT INSTITUTE	(N)	3,275	.27
75.	UNIVERSITY OF ILLINOIS URBANA		3,229	.27
76.	CASE WESTERN RESERVE UNIVERSITY		3,227	.27
77.	UNIV. MINNESOTA MINNEAPOLIS ST. PAUL		3,208	.27
78.	UNIVERSITY OF VIRGINIA		3,186	.27
79.	CITY OF HAMPTON	(N)	3,069	.26
80.	LOMA LINDA UNIVERSITY		3,000	.25
81.	NORTH CAROLINA STATE UNIVERSITY		2,841	.24
82.	UNIVERSITY OF TEXAS EL PASO		2,827	.24
83.	WEST VIRGINIA UNIVERSITY		2,806	.24
84.	GEORGE WASHINGTON UNIVERSITY		2,796	.23
85.	AEROSPACE CORPORATION	(N)	2,775	.23
86.	RUTGERS STATE UNIVERSITY PISCATAWAY		2,698	.23
87.	PRAIRIE VIEW A&M UNIVERSITY		2,625	.22
88.	TEXAS A & M UNIVERSITY		2,597	.22

89.	BOWIE STATE UNIVERSITY		2,584	.22
90.	MONTANA STATE UNIVERSITY		2,574	.22
91.	UNIVERSITY OF CALIFORNIA IRVINE		2,562	.22
92.	TENNESSEE STATE UNIVERSITY		2,541	.21
93.	ARIZONA STATE UNIVERSITY		2,456	.21
94.	PRAIRIE VIEW A&M RESEARCH FOUNDTN.	(N)	2,436	.20
95.	FLORIDA STATE UNIVERSITY		2,426	.20
96.	CLARK ATLANTA UNIVERSITY		2,311	.19
97.	NORTHWESTERN UNIVERSITY EVANSTON		2,302	.19
98.	STATE UNIV NEW YORK STONY BROOK		2,293	.19
99.	BROWN UNIVERSITY		2,248	.19
100.	CATAHOLIC UNIVERSITY		2,217	.19
	**OTHER		210,789	17.76

\*Excludes JPL.

\*Includes other awards over \$25,000 and smaller procurements of \$25,000 or less.

## **VI. CONTRACT FOR OPERATION OF JET PROPULSION LABORATORY**

The Jet Propulsion Laboratory (JPL) is a Government-owned research and development facility, operated for NASA by the California Institute of Technology. The Laboratory carries out research programs and flight projects and conceives and executes advanced development and experimental engineering investigations to further the technology required for the Nation's space program. The primary emphasis of the Laboratory's effort is on the carrying out of unmanned lunar, planetary and deep-space scientific missions.

Net awards during Fiscal Year 1997 totaled \$1,126.2 million. Of this amount, JPL awarded \$595.1 million as subcontracts or purchases with business firms.

## **VII. AWARDS THROUGH OTHER GOVERNMENT AGENCIES**

During Fiscal Year 1997, \$464.3 million was awarded through other Government agencies. The following table shows the distribution of these awards by agency.

**AWARDS THROUGH OTHER GOVERNMENT AGENCIES FISCAL YEAR 1997**

<b>AGENCY</b>	<b>MILLIONS</b>	<b>% OF TOTAL</b>
<b>TOTAL</b>	<b>\$464.3</b>	<b>100.0</b>
<b>OVER \$25,000</b>	<b>433.8</b>	<b>93.4</b>
Air Force	139.5	30.1
Navy	128.3	27.6
Energy Department	38.5	8.3
Army	38.3	8.2
Interior Department	21.9	4.7
Commerce Department	21.0	4.5
National Science Foundation	17.6	3.8
Defense Department	6.7	1.5
Other Government Agencies	22.0	4.7
<b>\$25,000 AND UNDER</b>	<b>30.5</b>	<b>6.6</b>

**VIII. U.S. GEOGRAPHICAL DISTRIBUTION OF AWARDS**

In Fiscal Year 1997, 50 states and the District of Columbia participated in NASA's direct awards over \$25,000. These larger awards were distributed among 13,228 contracts and went to 3,372 different organizations in 1,137 different cities. Of the 3,372 organizations, 2,685 are business firms located in 922 cities in 48 states and the District of Columbia; 687 are educational and nonprofit institutions located in 413 cities in 50 states and the District of Columbia (See Page 31). The distribution of awards are also shown by region (See Page 32).

The categorization of NASA procurements by state is based on the location where the items are to be produced or supplied from stock; where the services will be performed; or with respect to construction contracts, the construction site.

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U.S. GEOGRAPHICAL DISTRIBUTION  
OF NASA PRIME CONTRACT AWARDS  
FISCAL YEAR 1997

STATE	TOTAL (THOUSANDS)	BUSINESS (THOUSANDS)	EDUCATIONAL & NONPROFIT (THOUSANDS)
<b>TOTAL</b>	<b>10,815,964</b>	<b>9,633,320</b>	<b>1,182,644</b>
ALABAMA	609,665	572,695	36,970
ALASKA	20,311	0	20,311
ARIZONA	56,274	33,681	22,593
ARKANSAS	572	0	572
CALIFORNIA	1,903,616	1,631,128	272,488
COLORADO	180,796	128,166	52,630
CONNECTICUT	89,001	85,925	3,076
DELAWARE	4,748	3,095	1,653
DIST COLUMBIA	71,302	31,966	39,336
FLORIDA	450,850	426,971	23,879
GEORGIA	25,873	11,177	14,696
HAWAII	11,446	1,045	10,401
IDAHO	728	283	445
ILLINOIS	18,453	5,197	13,256
INDIANA	43,185	39,734	3,451
IOWA	8,314	1,971	6,343
KANSAS	4,132	1,106	3,026
KENTUCKY	1,679	(12)	1,691
LOUISIANA	362,770	356,749	6,021
MAINE	910	61	849
MARYLAND	1,221,856	1,044,561	177,295
MASSACHUSETTS	131,759	31,863	99,896
MICHIGAN	31,201	14,903	16,298
MINNESOTA	7,109	3,457	3,652
MISSISSIPPI	137,807	127,676	10,131
MISSOURI	20,588	15,036	5,552

MONTANA	5,162	853	4,309
NEBRASKA	2,689	403	2,286
NEVADA	2,680	1,828	852
NEW HAMPSHIRE	15,658	7,730	7,928
NEW JERSEY	165,611	154,692	10,919
NEW MEXICO	60,128	47,953	12,175
NEW YORK	50,273	20,107	30,166
NORTH CAROLINA	18,689	1,280	17,409
NORTH DAKOTA	1,393	70	1,323
OHIO	320,619	292,878	27,741
OKLAHOMA	6,952	815	6,137
OREGON	10,764	4,678	6,086
PENNSYLVANIA	75,238	55,160	20,078
RHODE ISLAND	3,553	143	3,410
SOUTH CAROLINA	3,644	131	3,513
SOUTH DAKOTA	2,828	412	2,416
TENNESSEE	22,136	14,034	8,102
TEXAS	3,640,764	3,552,681	88,083
UTAH	432,334	424,970	7,364
VERMONT	1,120	604	516
VIRGINIA	380,425	340,477	39,948
WASHINGTON	127,665	117,564	10,101
WEST VIRGINIA	28,234	13,346	14,888
WISCONSIN	21,110	11,407	9,703
WYOMING	1,350	670	680

NOTE: Excludes smaller procurements, generally those of \$25,000 or less; also excludes awards placed through other Government agencies, awards outside the U.S., and actions on the JPL contracts.

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# U.S. GEOGRAPHICAL DISTRIBUTION OF NASA PRIME CONTRACT AWARDS FISCAL YEAR 1997

(Millions of Dollars)



Excludes smaller procurements, generally those of \$25,000 or less; also excludes awards placed through other Government agencies, awards outside the U.S., and awards on the JPL contracts.

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## IX. AWARDS PLACED OUTSIDE THE UNITED STATES

During Fiscal Year 1997, NASA placed \$190.2 million in awards that are being performed outside the United States.

As indicated in the following tabulation, \$189.8 million represented direct NASA awards and \$441 thousand constituted awards placed through other Government agencies. The awards are being performed in eighteen countries and one U.S. territory.

<b>Place of Performance</b>	<b>(Thousands)</b>
<b>Total</b>	<b>\$190,236*</b>
<b>Direct NASA Awards</b>	<b>\$189,795</b>
Australia	10,315
Bermuda	541
Canada	47,407
Chile	60
France	676
Germany	18
Israel	56
Italy	65
Japan	43
Netherlands	123
Norway	2,744
Peru	105
Russia	106,663
Spain	15,176
Sweden	775
Switzerland	1,096
United Kingdom	1,178
Ukraine	600
Awards Placed Through Other Government Agencies	\$441
Puerto Rico	241
United Kingdom	200

\*Excludes smaller procurements,  
generally those of \$25,000 or less.

#### **X. PROCUREMENT ACTIVITY BY INSTALLATION**

Most of NASA's purchases and contracts are made by the procurement offices of its field installations. During Fiscal Year 1997, these offices accounted for 98 percent of the total procurement dollars.

INSTALLATION	AWARD (MILLIONS)	PERCENT
<b>TOTAL</b>	<b>\$12,789.5</b>	<b>100.0</b>
Johnson Space Center	3,998.4	31.3
Goddard Space Flight Center	2,719.6	21.3
Marshall Space Flight Center	2,321.3	18.1
NASA Management Office/JPL	1,140.1	8.9
Lewis Research Center	592.9	4.6
Langley Research Center	544.7	4.3
Ames Research Center	507.1	4.0
Kennedy Space Center	446.3	3.5
Headquarters	217.2	1.7
Stennis Space Center	169.5	1.3
Dryden Flight Research Center	132.4	1.0

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## GLOSSARY

The data contained in this publication were compiled on the basis of the definitions given below:

1. **Sealed Bids** - Procurement actions resulting from acceptance of bids made by contractors in response to invitations for bid.
2. **Award** - See procurement action.
3. **Coverage**
  - a. Summary data are provided in terms of obligations on all procurement actions (see item 8). The obligation data are obtained from the agency's fiscal records.
  - b. Detailed data - Information on procurements includes all contracts, grants, agreements and all other procurements over \$25,000. Wherever exclusions apply, a generalized footnote is provided, e.g., "excludes smaller procurements, generally those of \$25,000 or less".
4. **Intragovernmental** - Procurement actions placed through other Government agencies; except orders placed under Federal Supply Schedule contracts and awards to small

disadvantaged business through the Small Business Administration under Section 8(a) of the Small Business Act.

**5. Modifications** - Any written alteration in the specifications, delivery point, contract period, price, quantity, or other contract requirement of an existing contract, whether accomplished by unilateral action in accordance with a contract clause or by mutual agreement of the parties to the contract. It includes (a) bilateral actions, such as supplemental agreements, and (b) unilateral actions, such as change orders, notices of termination, and notices of the exercise of an option.

**6. Competitive** - Procurements where offers are solicited from more than one responsible offeror capable of satisfying the Government's requirements wholly or partially, and the award or awards were made on the basis of price, design, or technical competition.

**7. Other Than Competitive** - Procurements where an offer was solicited and received from only one responsible offeror capable of satisfying the Government's requirements wholly or partially. (Includes contracts resulting from unsolicited proposals.)

**8. Procurement Action (Award)** - Any contractual action to obtain supplies, services or construction which increase or decrease funds, including:

- a. Letter contracts or other preliminary notices of negotiated awards.
- b. Definitive contracts, including purchase orders.
- c. Orders under GSA Federal Supply Schedule contracts, basic ordering agreements, and against indefinite delivery type contracts.
- d. Intragovernmental orders.
- e. Grants.
- f. Cooperative and Space Act Agreements.
- g. Supplemental agreements, change orders, administrative changes and termination's to existing procurements.

**9. Small Business** - For purposes of Government procurement, is a profit making concern, including its affiliates, which is independently owned and operated, is not dominant in its field and further qualifies under the size standards criteria of the Small Business Administration (SBA). These criteria are published under Title 13 of the Code of Federal Regulations, Section 121.3-8, and in the Federal Acquisition Regulation, Part 19, Subpart 19.1. For service industries, the size standard generally is based on average annual receipts over a three-year period, depending on the service to be procured. Generally, in the case of agricultural or manufactured products, the size standards are determined on the basis of number of employees. The applicable size standard is prescribed in each NASA solicitation.

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## APPENDIXES

### DISTRIBUTION OF DIRECT NASA PROCUREMENTS FISCAL YEARS 1961-1970

**Net Value of Awards (Millions)**

<b>TYPE</b>	<b>FY 1961</b>	<b>FY 1962</b>	<b>FY 1963</b>	<b>FY 1964</b>	<b>FY 1965</b>	<b>FY 1966</b>	<b>FY 1967</b>	<b>FY 1968</b>	<b>F 19</b>
Total	\$755.5	\$1,550.6	\$3,230.5	\$4,593.9	\$5,187.4	\$5,031.6	\$4,650.9	\$4,132.7	\$3,6
Business Firms	423.3	1,030.1	2,261.7	3,521.1	4,141.4	4,087.7	3,864.1	3,446.7	3,0
Educational	24.5	50.2	86.9	112.9	139.5	150.0	132.9	131.5	1
Nonprofit			15.3	29.1	25.3	27.7	39.6	33.6	
JPL	86.0	148.5	230.2	226.2	247.2	230.3	222.2	207.2	1
Government	221.7	321.8	628.5	692.6	622.8	512.5	366.9	287.0	2
Outside U.S.	*	*	7.9	12.0	11.2	23.4	25.2	26.7	
<b>Percent of Total</b>									
Total	100	100	100	100	100	100	100	100	
Business Firms	56	66	70	77	79	81	83	83	
Educational	3	3	3	2	3	3	3	3	
Nonprofit			**	1	1	1	1	1	
JPL	12	10	7	5	5	5	5	5	
Government	29	21	20	15	12	10	8	7	
Outside U.S.	*	*	**	**	**	**	**	**	1

\*Included in Government.

\*\* Less than 0.5 percent.

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DISTRIBUTION OF DIRECT NASA PROCUREMENTS (Cont'd)  
FISCAL YEARS 1971-1979

Net Value of Awards (Millions)

<b>TYPE</b>	<b>FY 1971</b>	<b>FY 1972</b>	<b>FY 1973</b>	<b>FY 1974</b>	<b>FY 1975</b>	<b>FY 1976</b>	<b>FY 1977</b>	<b>FY 1977</b>	<b>F 19</b>
Total	\$2,858.2	\$2,737.8	\$2,673.4	\$2,713.6	\$2,866.4	\$3,204.6	\$829.8	\$3,532.3	\$3,6
Business Firms	2,279.5	2,143.3	2,063.8	2,118.6	2,255.0	2,536.1	663.2	2,838.1	2,9
Educational	133.9	118.8	111.7	97.8	111.4	123.0	27.7	125.5	1
Nonprofit	29.3	28.0	26.4	39.3	33.0	32.0	7.6	32.0	
JPL	173.3	210.8	202.3	215.2	234.5	263.7	63.6	289.0	2
Government	212.5	207.8	235.2	208.6	198.3	222.4	63.9	223.2	2
Outside U.S.	29.7	29.1	34.0	34.1	34.2	27.4	3.8	24.5	
<b>Percent of Total</b>									
Total	100	100	100	100	100	100	100	100	100
Business Firms	80	78	77	78	79	79	80	80	
Educational	5	4	4	4	4	4	3	4	
Nonprofit	1	1	1	1	1	1	1	1	
JPL	6	8	8	8	8	8	8	8	
Government	7	8	9	8	7	7	8	6	
Outside U.S.	1	1	1	1	1	1	*	1	

\* Less than 0.5 percent.

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**DISTRIBUTION OF DIRECT NASA PROCUREMENTS (Cont'd)  
FISCAL YEARS 1980-1989**

**Net Value of Awards (Millions)**

<b>TYPE</b>	<b>FY 1980</b>	<b>FY 1981</b>	<b>FY 1982</b>	<b>FY 1983</b>	<b>FY 1984</b>	<b>FY 1985</b>	<b>FY 1986</b>	<b>FY 1987</b>	<b>FY 19</b>
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Total	\$4,842.6	\$5,408.3	\$5,883.7	\$6,796.8	\$7,354.1	\$8,298.0	\$8,179.7	\$8,609.8	\$9
Business Firms	3,868.3	4,272.8	4,805.6	5,586.0	5,967.4	6,652.9	6,356.0	6,540.5	7
Educational	177.0	192.5	187.0	211.3	222.6	256.9	276.6	315.4	
Nonprofit	82.2	155.1	108.8	102.5	98.6	103.1	119.0	119.1	
JPL	397.2	410.8	426.3	454.9	533.1	724.6	891.3	1,005.6	
Government	271.8	321.9	308.1	394.2	494.3	525.1	489.7	594.9	
Outside U.S.	46.1	55.2	47.9	47.9	38.1	35.4	47.1	34.3	
<b>Percent of Total</b>									
Total	100	100	100	100	100	100	100	100	100
Business Firms	80	79	82	82	81	80	78	76	
Educational	3	3	3	3	3	3	3	4	
Nonprofit	2	3	2	1	1	1	1	1	
JPL	8	8	7	7	7	9	11	12	
Government	6	6	5	6	7	6	6	7	
Outside U.S.	1	1	1	1	1	1	1	*	

\* Less than 0.5 percent.

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DISTRIBUTION OF DIRECT NASA PROCUREMENTS (Cont'd)  
FISCAL YEARS 1990-1997

**Net Value of Awards (Millions)**

TYPE	FY 1990	FY 1991	FY 1992	FY 1993	FY 1994	FY 1995	FY 1996	FY 1997
Total	\$12,565.2	\$13,159.0	\$13,478.2	\$13,160.4	\$12,913.1	\$13,341.4	\$12,699.2	\$12,7
Business Firms	10,071.5	10,417.3	10,716.7	10,497.9	9,965.7	10,311.5	9,800.8	9,8
Educational	513.6	592.0	659.3	707.8	730.9	814.4	745.7	8

Nonprofit	200.6	244.0	297.8	336.6	311.0	311.1	287.9	3
JPL	1,106.8	1,139.6	1,229.6	1,029.8	1,093.4	1,135.0	1,188.3	1,1
Government	610.4	693.4	498.6	508.4	642.6	562.7	484.7	4
Outside U.S.	62.3	72.7	76.2	79.9	169.5	206.7	191.8	1
<b>Percent of Total</b>								
Total	100	100	100	100	100	100	100	
Business Firms	80	79	79	80	77	77	77	
Educational	4	4	5	5	6	6	6	
Nonprofit	2	2	2	3	2	2	2	
JPL	9	9	9	8	9	9	9	
Government	5	5	4	4	5	4	4	
Outside U.S.	*	1	1	*	1	2	2	

\* Less than 0.5 percent.

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**COMPETITION IN NASA AWARDS TO BUSINESS FIRMS  
FISCAL YEARS 1961-1970**

**Net Value of Awards (Millions)**

<b>TYPE OF ACTION</b>	<b>FY 1961</b>	<b>FY 1962</b>	<b>FY 1963</b>	<b>FY 1964</b>	<b>FY 1965</b>	<b>FY 1966</b>	<b>FY 1967</b>	<b>FY 1968</b>	
Total Business	\$423.3	\$1,030.1	\$2,261.7	\$3,521.1	\$4,141.4	\$4,087.7	\$3,864.1	\$3,446.7	\$
New Awards*	* *	322.6	758.6	685.4	629.2	536.4	694.7	483.7	
Modifications	* *	707.5	1,503.1	2,835.7	3,512.2	3,551.3	3,169.4	2,963.0	
Competitive	276.8	565.8	1,302.0	2,119.5	2,630.1	2,692.5	2,698.4	2,185.1	
New Awards*	* *	167.1	427.1	375.9	334.5	304.2	325.2	271.9	
Modifications	* *	398.7	874.9	1,743.6	2,295.6	2,388.3	2,373.2	1,913.2	
Noncompetitive	146.5	464.3	959.7	1,401.6	1,511.3	1,395.2	1,165.7	1,261.6	

New Awards*	**	155.5	331.5	309.5	294.7	232.2	369.5	211.8
Modifications	**	308.8	628.2	1,092.1	1,216.6	1,163.0	796.2	1,049.8
<b>Percent of Total</b>								
Total Business	100	100	100	100	100	100	100	100
New Awards*	**	31	34	20	15	13	18	14
Modifications	**	69	66	80	85	87	82	86
Competitive	65	55	58	60	63	66	70	63
New Awards*	**	16	19	11	8	7	8	8
Modifications	**	39	39	49	55	59	62	55
Noncompetitive	35	45	42	40	37	34	30	37
New Awards*	**	15	15	9	7	6	10	6
Modifications	**	30	27	31	30	28	20	31

\* Data on new contracts are restricted to contracts of \$10,000 and over.

\*\* Data not compiled.

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COMPETITION IN NASA AWARDS TO BUSINESS FIRMS (Cont'd)  
FISCAL YEARS 1971-1979

**Net Value of Awards (Millions)**

TYPE OF ACTION	FY 1971	FY 1972	FY 1973	FY 1974	FY 1975	FY 1976	FY 1977	FY 1978	FY 1979
Total Business	\$2,279.5	\$2,143.3	\$2,063.8	\$2,118.6	\$2,255.0	\$2,536.1	\$663.2	\$2,838.1	\$2,9
New Awards*	563.0	462.5	489.5	552.4	452.0	486.3	76.4	552.5	633.
Modifications	1,716.5	1,680.8	1,574.3	1,566.2	1,803.0	2,049.8	586.8	2,285.6	2,32
Competitive	1,331.8	1,311.8	1,275.6	1,394.9	1,554.6	1,879.5	490.9	2,060.4	2,11
New Awards*	306.6	257.0	308.1	279.5	223.9	291.3	46.8	301.7	362.
Modifications	1,025.2	1,054.8	967.5	1,115.4	1,330.7	1,588.2	444.1	1,758.7	1,74

Noncompetitive	947.7	831.5	788.2	723.7	700.4	656.6	172.3	777.7	842.
New Awards*	256.4	205.5	181.4	272.9	228.1	195.0	29.6	250.8	271.
Modifications	691.3	626.0	606.8	450.8	472.3	461.6	142.7	526.9	571.
<b>Percent of Total</b>									
Total Business	100	100	100	100	100	100	100	100	100
New Awards*	24	22	24	26	20	19	11	20	22
Modifications	76	78	76	74	80	81	89	80	78
Competitive	58	61	62	66	69	74	74	73	72
New Awards*	13	12	15	13	10	11	7	11	13
Modifications	45	49	47	53	59	63	67	62	59
Noncompetitive	42	39	38	34	31	26	26	27	28
New Awards*	11	10	9	13	10	8	4	9	9
Modifications	31	29	29	21	21	18	22	18	19

\* Data on new contracts are restricted to contracts of \$10,000 and over.

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COMPETITION IN NASA AWARDS TO BUSINESS FIRMS (Cont'd)  
Fiscal Years 1980-1985

**Net Value of Awards (Millions)**

<b>TYPE OF ACTION</b>	<b>FY 1980</b>	<b>FY 1981</b>	<b>FY 1982</b>	<b>FY 1983</b>	<b>FY 1984</b>	<b>FY 1985</b>
Total Business**	\$3,820.4	\$4,208.2	\$4,724.5	\$5,501.2	\$5,859.3	\$6,525.9

New Awards*	634.3	479.3	717.6	761.0	716.6	775.9
Modifications	3,186.1	3,728.9	4,006.9	4,740.2	5,142.7	5,750.0
Competitive	2,858.1	3,127.7	3,436.5	3,845.3	4,286.6	5,030.2
New Awards*	382.5	257.8	351.9	446.2	426.0	533.5
Modifications	2,475.6	2,869.9	3,084.6	3,399.1	3,860.6	4,496.7
Other Than Competitive	962.3	1,080.5	1,288.0	1,655.9	1,572.7	1,495.7
New Awards*	251.8	221.5	365.7	314.8	290.6	242.4
Modifications	710.5	859.0	922.3	1,341.1	1,282.1	1,253.3

**Percent of  
Total**

Total Business	100	100	100	100	100	100
New Awards*	17	11	15	14	12	12
Modifications	83	89	85	86	88	88
Competitive	75	74	72	70	73	77
New Awards*	10	6	7	8	7	8
Modifications	65	68	65	62	66	69
Other Than Competitive	25	26	28	30	27	23
New Awards*	7	5	8	6	5	4
Modifications	18	21	20	24	22	19

\* Data on new contracts are restricted to contracts of \$10,000 and over.

\*\* Excludes 8(a) awards.

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COMPETITION IN NASA AWARDS  
FISCAL YEARS 1986-1995

**Net Value of Awards (Millions)**

<b>TYPE OF ACTION</b>	<b>FY 1986</b>	<b>FY 1987</b>	<b>FY 1988</b>	<b>FY 1989</b>	<b>FY 1990</b>	<b>FY 1991</b>	<b>FY 1992</b>	<b>FY 1993</b>
Total Available	\$7,310.3	\$6,575.3	\$7,350.4	\$8,705.5	\$10,202.3	\$10,562.7	\$10,877.3	\$10,649.
Competed	4,950.1	5,031.7	5,890.3	6,995.8	8,318.4	8,169.8	8,660.9	8,635.
New Awards	772.5	827.3	1,091.0	891.7	1,059.6	679.5	699.1	766.
Modifications	4,177.6	4,204.4	4,799.3	6,104.1	7,258.8	7,490.3	7,961.8	7,868.
Not Competed	2,143.1	1,445.7	1,279.4	1,376.3	1,338.5	782.8	780.2	699.
New Awards	289.4	404.5	193.0	214.7	244.5	123.6	161.8	241.
Modifications	1,853.7	1,041.2	1,086.4	1,161.6	1,094.0	659.2	618.4	457.
Follow-On	217.1	97.9	180.7	333.4	545.4	1,610.1	1,436.2	1,314.
New Awards	15.1	0.5	160.1	1.2	138.4	595.5	6.8	0.
Modifications	202.0	97.4	20.6	332.2	407.0	1,014.6	1,429.4	1,314.
<b>Percent of Total</b>								
Total Available	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.
Competed	67.7	76.5	80.1	80.4	81.5	77.3	79.6	81.
New Awards	10.6	12.6	14.8	10.3	10.4	6.4	6.4	7.
Modifications	57.1	63.9	65.3	70.1	71.1	70.9	73.2	73.
Not Competed	29.3	22.0	17.4	15.8	13.1	7.4	7.2	6.
New Awards	3.9	6.2	2.6	2.5	2.4	1.2	1.5	2.
Modifications	25.4	15.8	14.8	13.3	10.7	6.2	5.7	4.
Follow-On	3.0	1.5	2.5	3.8	5.4	15.3	13.2	12.
New Awards	0.2	*	2.2	*	1.4	5.7	0.1	
Modifications	2.8	1.5	0.3	3.8	4.0	9.6	13.1	12.

\* Less than .05 percent.

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COMPETITION IN NASA AWARDS  
FISCAL YEARS 1996-1997

## Net Value of Awards (Millions)

### TYPE OF ACTION    FY 1996    FY 1997

Total Available	\$10,064.4	\$10,004.8
Competed	6,486.7	5,399.4
New Awards	951.1	750.2
Modifications	5,535.6	4,649.2
Not Competed	2,661.2	3,816.1
New Awards	283.5	177.8
Modifications	2,377.7	3,638.3
Follow-On	916.4	789.3
New Awards	0.5	12.3
Modifications	915.9	777.0

### Percent of Total

Total Available	100.0	100.0
Competed	64.5	54.0
New Awards	9.5	7.5
Modifications	55.0	46.5
Not Competed	26.4	38.1
New Awards	2.8	1.7
Modifications	23.6	36.4
Follow-On	9.1	7.9
New Awards	0.0	0.1

Modifications 9.1 7.8

\* Less than .05 percent.

SMALL BUSINESS PARTICIPATION IN NASA PROCUREMENTS  
FISCAL YEARS 1961-1990

(Millions of Dollars)

<b>Fiscal Year</b>	<b>FY 1961</b>	<b>FY 1962</b>	<b>FY 1963</b>	<b>FY 1964</b>	<b>FY 1965</b>	<b>FY 1966</b>	<b>FY 1967</b>	<b>FY 1968</b>	
TOTAL BUSINESS	\$423.3 *	\$1,030.1 *	\$2,261.7	\$3,521.1	\$4,141.4	\$4,087.7	\$3,864.1	\$3,446.1	\$
SMALL BUSINESS	63.5	123.6	191.3	240.3	286.3	255.9	216.9	189.6	
% OF TOTAL	15.0	12.0	8.5	6.8	6.9	6.3	5.6	5.5	
SET-ASIDES	6.0	14.0	26.0	39.5	67.4	50.6	45.7	34.0	
% OF TOTAL	1.4	1.3	1.1	1.1	1.6	1.2	1.2	1.0	
% OF SMALL	9.4	11.3	13.6	16.4	23.5	19.8	21.1	17.9	
	<b>FY 1971</b>	<b>FY 1972</b>	<b>FY 1973</b>	<b>FY 1974</b>	<b>FY 1975</b>	<b>FY 1976</b>	<b>FY 1977</b>	<b>FY 1978</b>	<b>F 1979</b>
TOTAL BUSINESS	\$2,279.5	\$2,143.3	\$2,063.8	\$2,118.6	\$2,255.0	\$2,536.1	\$2,838.1	\$2,953.8	\$
SMALL BUSINESS	178.1	160.9	155.3	181.2	216.0	218.3	255.0	281.5	
% OF TOTAL	7.8	7.5	7.5	8.6	9.6	8.6	9.0	9.5	
SET-ASIDES	41.1	45.1	47.3	61.5	62.6	66.8	83.7	92.5	

% OF TOTAL	1.9	2.1	2.3	3.0	2.8	2.6	3.0	3.1	
% OF SMALL	23.1	28.0	30.5	33.9	29.0	30.6	32.8	32.9	
	FY 1981	FY 1982	FY 1983	FY 1984	FY 1985	FY 1986	FY 1987	FY 1988	FY 1989
TOTAL BUSINESS	\$4,272.8	\$4,805.6	\$5,586.0	\$5,967.4	\$6,652.9	\$6,356.0	\$6,540.5	\$7,274.9	\$7,988.0
SMALL BUSINESS	409.4	430.1	482.3	556.2	644.7	671.3	786.3	801.4	878.0
% OF TOTAL	9.6	8.9	8.6	9.3	9.7	10.6	12.0	11.0	11.0
SET-ASIDES	195.8	209.3	212.0	222.5	270.0	260.9	297.2	326.1	350.0
% OF TOTAL	4.6	4.4	3.8	3.7	4.1	4.1	4.5	4.5	4.5
% OF SMALL	47.8	48.6	43.9	40.0	41.9	38.9	37.8	40.7	40.7

\* Excludes procurements placed under General Services Administration contracts.

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**SMALL BUSINESS PARTICIPATION IN NASA PROCUREMENTS  
FISCAL YEARS 1991-1997**

(Millions of Dollars)

<b>Fiscal Year</b>	<b>FY 1991</b>	<b>FY 1992</b>	<b>FY 1993</b>	<b>FY 1994</b>	<b>FY 1995</b>	<b>FY 1996</b>	<b>FY 1997</b>
TOTAL BUSINESS	\$10,417.3	\$10,716.7	\$10,497.9	\$9,965.7	\$10,311.5	\$9,800.8	\$9,817.2
SMALL BUSINESS	968.3	1,010.6	1,060.7	1,150.2	1,171.2	1,162.5	1,244.2

% OF TOTAL	9.3	9.4	10.1	11.5	11.4	11.9	12.7
SET- ASIDES	324.3	274.9	315.1	330.4	366.7	348.5	429.4
% OF TOTAL	3.1	2.6	3.0	3.3	3.6	3.6	4.4
% OF SMALL	33.5	27.2	29.7	28.7	31.3	30.0	34.5

\* Excludes procurements placed under General Services Administration contracts.

Last updated on 02/13/1998 by DST

Owner: [Beverly Smith](#)  
Curator: Diane Thompson